

CLAIMS

We claim:

1. A method for materialization forecasting with respect to wait-listed reservations made by persons for the potential purchase of perishable commodities, comprising the steps of:

gathering past reservation information relating to past reservations for perishable commodities that have already perished;

gathering wait list reservation information relating to wait-listed reservations for perishable commodities that have not yet perished;

comparing said past reservation information and said wait list reservation information;

calculating, based on said comparison, the likelihood that said wait-listed reservations will materialize if promoted to reserved status;

ordering said wait-listed reservations based on their likelihood of materialization;

and

outputting said ordered wait-listed reservations.

2. The method as set forth in claim 1, wherein said past reservation information includes historical commodity details regarding said past reservations.

1 3. The method as set forth in claim 2, wherein said past reservation information
2 further includes Point-of-Sale (POS) information pertaining to said past reservations.

1 4. The method as set forth in claim 3, wherein said past reservation information
2 further includes materialization information regarding said past reservations.

1 5. The method as set forth in claim 4, wherein said past reservation information
2 includes demographic information about persons who made said past reservations.

1 6. The method as set forth in claim 5, wherein said demographic information
2 includes one or more of the following pertaining to said persons making said past
3 reservations: age, sex, national origin, citizenship, country of residence, occupation,
4 education, annual income, marital status, reservation frequency.

1 7. The method as set forth in claim 6, wherein said wait list information further
2 includes wait-list commodity details regarding said wait-listed reservations.

1 8. The method as set forth in claim 7, wherein said wait list information further
2 includes POS information pertaining to said wait-listed reservations.

1 9. The method as set forth in claim 8, wherein said wait list information includes
2 demographic information about persons making said wait-listed reservations.

1 10. The method as set forth in claim 9, wherein said demographic information
2 includes one or more of the following pertaining to said persons making said wait-listed
3 reservations: age, sex, national origin, citizenship, country of residence, occupation,
4 education, annual income, marital status, reservation frequency.

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1 11. The method as set forth in claim 10, wherein said perishable commodity
2 comprises airline seats, and wherein said historical commodity details include information
3 related to one or more of the following regarding said airline seats: carrier name, flight
4 origin, flight destination, booking class, flight distance, departure time, connection time,
5 arrival time, departure date, arrival date, flight duration, number of distinct legs
6 comprising a complete one-way itinerary, aircraft type, aircraft capacity.

1 12. The method as set forth in claim 11, wherein said POS information includes
2 one or more of the following: POS type, POS country, booking carrier, booking recency,
3 change recency, fare code, number of passengers traveling with said individuals making

4 said past reservations, length of stay associated with the reservation, time between booking
5 date and flight date, payment status.

1 13. The method as set forth in claim 12, wherein said wait-list commodity details
2 include information related to one or more of the following: carrier name, flight origin,
3 flight destination, booking class, flight distance, departure time, connection time, arrival
4 time, departure date, arrival date, flight duration, number of distinct legs comprising a
5 complete one-way itinerary, aircraft type, aircraft capacity.

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1 14. Computer-readable code stored on media for conducting materialization
2 forecasting with respect to wait-listed reservations made by persons for the potential
3 purchase of perishable commodities, comprising:

4 first subprocesses for gathering past reservation information relating to past
5 reservations for perishable commodities that have already perished;

6 second subprocesses for gathering wait list reservation information relating to wait-
7 listed reservations for perishable commodities that have not yet perished;

8 third subprocesses for comparing said past reservation information and said wait list
9 reservation information;

10 fourth subprocesses for calculating, based on said comparison, the likelihood that
11 said wait-listed reservations will materialize if promoted to reserved status;

12 fifth subprocesses for ordering said wait-listed reservations based on their likelihood
13 of materialization; and

14 sixth subprocesses for outputting said ordered wait-listed reservations.

1 15. The computer-readable code as set forth in claim 14, wherein said past
2 reservation information includes historical commodity details regarding said past
3 reservations.

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1 16. The computer-readable code as set forth in claim 15, wherein said past
2 reservation information further includes Point-of-Sale (POS) information pertaining to said
3 past reservations.

1 17. The computer-readable code as set forth in claim 16, wherein said past
2 reservation information further includes materialization information regarding said past
3 reservations.

1 18. The computer-readable code as set forth in claim 17, wherein said past
2 reservation information includes demographic information about individuals who made said
3 past reservations.

1 19. The computer-readable code as set forth in claim 18, wherein said demographic
2 information includes one or more of the following pertaining to said persons making said
3 past reservations: age, sex, national origin, citizenship, country of residence, occupation,
4 education, annual income, marital status, reservation frequency.

1 20. The computer-readable code as set forth in claim 19, wherein said wait list
2 information further includes wait-list commodity details regarding said wait-listed
3 reservations.

1 21. The computer-readable code as set forth in claim 20, wherein said wait list
2 information further includes POS information pertaining to said wait-listed reservations.

1 22. The computer-readable code as set forth in claim 21, wherein said wait list
2 information includes demographic information about persons making said wait-listed
3 reservations.

1 23. The computer-readable code as set forth in claim 22, wherein said demographic
2 information includes one or more of the following pertaining to said persons making said
3 wait-listed reservations: age, sex, national origin, citizenship, country of residence,
4 occupation, education, annual income, marital status, reservation frequency.

1 24. The computer-readable code as set forth in claim 23, wherein said perishable
2 commodity comprises airline seats, and wherein said historical commodity details include
3 information related to one or more of the following regarding said airline seats: carrier
4 name, flight origin, flight destination, booking class, flight distance, departure time,
5 connection time, arrival time, departure date, arrival date, flight duration, number of
6 distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

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1 25. The computer-readable code as set forth in claim 24, wherein said POS
2 information includes one or more of the following: POS type, POS country, booking
3 carrier, booking recency, change recency, fare code, number of passengers traveling with
4 said persons making said past reservations, length of stay associated with the reservation,
5 time between booking date and flight date, payment status.

1 26. The computer-readable code as set forth in claim 25, wherein said perishable
2 commodity comprises airline seats, and wherein said wait-list commodity details include
3 information related to one or more of the following: carrier name, flight origin, flight
4 destination, booking class, flight distance, departure time, connection time, arrival time,
5 departure date, arrival date, flight duration, number of distinct legs comprising a complete
6 one-way itinerary, aircraft type, aircraft capacity.

1 27. A method for materialization forecasting with respect to wait-listed
2 reservations made by persons for the potential purchase of perishable commodities,
3 comprising the steps of:

4 gathering past reservation information relating to past reservations for perishable
5 commodities that have already perished;

6 gathering wait list reservation information relating to wait-listed reservations for
7 perishable commodities that have not yet perished;

8 comparing said past reservation information and said wait list reservation
9 information;

10 calculating, based on said comparison, the likelihood that said wait-listed
11 reservations will materialize if promoted to reserved status;

12 determining the revenue value of each of said wait-listed reservations;

13 ordering said wait-listed reservations based on a combination of their likelihood of
14 materialization and their revenue value; and

15 outputting said ordered wait-listed reservations.